

Appraiser Blog

# Auto Incentives and Rebates Week Ending Mar 4, 2023



By Tony Rached

## Auto Incentives and Rebates Week Ending Mar 4, 2023

**Thursday, March 02, 2023**

A summary of retail incentives for the week ending March 4 is provided in the table below. We didn't have many changes compared to the previous week, with only the Volkswagen Group making the most significant changes. Programs may vary by region and model.

| <b>BMW GROUP</b>      |             |  |                    |                     |
|-----------------------|-------------|--|--------------------|---------------------|
| <b>Year</b>           | <b>Make</b> | <b>Model</b>   | <b>Cash rebate</b> | <b>Finance rate</b> |
| 2024                  | Mini        | Cooper*, Countryman  |                    | 3.9 - 7.4%          |
| 2023                  | BMW         | 3 Series, 5 Series, 8 Series, iX, X5   | \$0 - \$2,500      | 4.5 - 13.5%         |
| 2023                  | BMW         | 2 Series, 4 Series, 7 Series, i4, i7, M3, M4, M5, M8, X1, X2, X3, X3 M, X4, X4 M, X5 M, X6, X6 M, X7, XM, Z4 |                    | 4.5 - 13.5%         |
| 2023                  | Mini        | Cooper*, Countryman  |                    | 3.9 - 7.4%          |
| 2022                  | BMW         | 3 Series, 5 Series, 7 Series, i4, iX, X5   | \$0 - \$2,500      | 4.5 - 13.5%         |
| 2022                  | BMW         | 2 Series, 4 Series, 8 Series, M3, M4, M5, M8, X1, X2, X3, X3 M, X4, X4 M, X5 M, X6, X6 M, X7, XM, Z4         |                    | 4.5 - 13.5%         |
| <b>FORD MOTOR CO.</b> |             |  |                    |                     |
| 2023                  | Ford        | F-150  | \$750 - \$1,000    | 0 - 9.9%            |

# Appraiser Blog

|                       |           |  |                 |             |
|-----------------------|-----------|--|-----------------|-------------|
| 2023                  | Ford      | Bronco, Bronco Sport, E-Transit Cargo Van, Edge, Escape, Expedition, Expedition Max, Explorer, F-150 Lightning, Maverick, Mustang, Mustang Mach-E, Ranger, Super Duty F-250 SRW, Super Duty F-350 DRW, Super Duty F-350 SRW, Transit Van*, Transit Wagon*                  |                 | 0 - 9.9%    |
| 2022                  | Ford      | Edge, f-150  | \$500 - \$3,000 | 0 - 7.9%    |
| 2022                  | Ford      | Mustang, Mustang Mach-E  | \$1,000         | 0 - 7.9%    |
| 2022                  | Ford      | Escape, Explorer   | \$500 - \$1,000 | 0 - 7.9%    |
| 2022                  | Ford      | Bronco, Bronco Sport, EcoSport, Expedition, Expedition Max, F-150 Lightning, Maverick, Ranger, Super Duty F-250 SRW, Super Duty F-350 DRW, Super Duty F-350 SRW, Transit Cargo Van, Transit Connect Van, Transit Connect Wagon, Transit Crew Van, Transit Passenger Wagon. |                 | 0 - 7.9%    |
| <b>GENERAL MOTORS</b> |           |  |                 |             |
| 2024                  | Chevrolet | Silverado 2500HD, Silverado 3500HD, Trax   |                 | 6.1 - 6.6%  |
| 2023                  | Buick     | Enclave  | \$0 - \$750     | 3.9 - 11.4% |
| 2023                  | Buick     | Encore GX, Envision  | \$0 - \$500     | 3.9 - 11.4% |

# Appraiser Blog

|      |           |   |               |             |
|------|-----------|---|---------------|-------------|
| 2023 | Cadillac  | XT4, XT5, XT6   | \$250 - \$500 | 3.1 - 7.5%  |
| 2023 | Cadillac  | CT4, CT5, Escalade, Escalade ESV, Lyriq   |               | 3.1 - 7.5%  |
| 2023 | Chevrolet | Blazer, Equinox, Malibu, Traverse   | \$0 - \$1,000 | 2.9 - 11.8% |
| 2023 | Chevrolet | Camaro, Silverado 2500HD, Silverado 3500HD  | \$0 - \$500   | 2.9 - 11.8% |
| 2023 | Chevrolet | Bolt EUV, Bolt EV, Corvette, Corvette Z06, Express Cargo Van, Express Passenger, Silverado 1500, Suburban, Tahoe, Trailblazer |               | 2.9 - 11.8% |
| 2023 | GMC       | Acadia  | \$0 - \$750   | 2.9 - 12.1% |
| 2023 | GMC       | Sierra 1500, Terrain  | \$0 - \$500   | 2.9 - 12.1% |
| 2023 | GMC       | Canyon, Hummer EV, Savana Cargo Van, Savana Passenger, Sierra 2500HD, Sierra 3500HD, Yukon, Yukon XL                          |               | 2.9 - 12.1% |
| 2022 | Buick     | Enclave   | \$0 - \$750   | 3.9 - 11.4% |
| 2022 | Buick     | Encore GX, Envision   | \$0 - \$500   | 3.9 - 11.4% |
| 2022 | Buick     | Encore  |               | 3.9 - 11.4% |
| 2022 | Cadillac  | XT4, XT5, XT6   | \$250 - \$500 | 3.1 - 7.5%  |
| 2022 | Cadillac  | CT4, CT5, Escalade, Escalade ESV  |               | 3.1 - 7.5%  |

# Appraiser Blog

|                       |         |  |               |             |
|-----------------------|---------|--|---------------|-------------|
| 2022                  | GMC     | Sierra 1500  | \$0 - \$1,000 | 2.9 - 12.1% |
| 2022                  | GMC     | Acadia   | \$0 - \$750   | 2.9 - 12.1% |
| 2022                  | GMC     | Sierra 1500 Limited  | \$0 - \$550   | 2.9 - 12.1% |
| 2022                  | GMC     | Terrain  | \$0 - \$500   | 2.9 - 12.1% |
| 2022                  | GMC     | Canyon, Hummer EV, Savana Cargo Van, Savana Passenger, Sierra 3500HD, Sierra 3500HD, Yukon, Yukon XL |               | 2.9 - 12.1% |
| <b>AMERICAN HONDA</b> |         |  |               |             |
| 2023                  | Acura   | Integra, MDX, RDX, TLX   |               | 3.9 - 10.2% |
| 2023                  | Honda   | Accord (incl. Hybrid), Civic Hatchback, Civic Sedan, CR-V, HR-V, Odyssey, Passport, Pilot, Ridgeline |               | 1.9 - 10.2% |
| 2022                  | Acura   | ILX, MDX, NSX, RDX, TLX  |               | 5.8 - 10.2% |
| 2022                  | Honda   | Accord*, Civic*, CR-V, HR-V, Insight, Odyssey, Passport, Pilot, Ridgeline                            |               | 1.9 - 10.2% |
| <b>HYUNDAI - KIA</b>  |         |  |               |             |
| 2023                  | Hyundai | Nexo   | \$0 - 25,000  | 0 - 9.2%    |
| 2023                  | Hyundai | Santa Fe, Sonata, Tucson   | \$0 - 1,250   | 0 - 9.2%    |

# Appraiser Blog

|      |         |   |               |            |
|------|---------|---|---------------|------------|
| 2023 | Hyundai | Ioniq 5, Santa Cruz   | \$0 - 1,000   | 0 - 9.2%   |
| 2023 | Hyundai | Elantra, Kona, Kona EV, Venue   | \$0 - \$750   | 0 - 9.2%   |
| 2023 | Hyundai | Palisade, Santa Fe Hybrid, Santa Fe Plug-In Hybrid, Sonata Hybrid, Tucson Hybrid, Tucson Plug-In Hybrid   |               | 0 - 9.2%   |
| 2023 | Kia     | Niro EV   | \$0 - \$1,500 | 2.9 - 10%  |
| 2023 | Kia     | Sorento, Stinger  | \$0 - \$750   | 2.9 - 10%  |
| 2023 | Kia     | Forte, Soul   | \$0 - \$500   | 2.9 - 10%  |
| 2023 | Kia     | K5, Rio, Rio 5-Door   | \$0 - \$300   | 2.9 - 10%  |
| 2023 | Kia     | Carnival, EV6, Niro, Niro Plug-In Hybrid, Sorento Hybrid, Sorento PHEV, Sportage (incl. Hybrid), Sportage PHEV, Telluride   |               | 2.9 - 10%  |
| 2022 | Kia     | Nexo  | \$0 - 25,000  | 6.1 - 9.2% |
| 2022 | Hyundai | Accent, Elantra, Ioniq 5, Ioniq Hybrid, Ioniq Plug-In Hybrid, Kona, Kona EV, Palisade, Santa Cruz, Santa Fe (incl. Hybrid), Santa Fe Plug-In Hybrid, Sonata (incl. Hybrid), Tucson (incl. Hybrid), Tucson Plug-In Hybrid, Venue, Veloster |               | 6.1 - 9.2% |
| 2022 | Kia     | Sorento   | \$0 - \$750   | 3.9 - 10%  |

# Appraiser Blog

|                      |                 |   |              |             |
|----------------------|-----------------|---|--------------|-------------|
| 2022                 | Kia             | Carnival, EV6, Forte, K5, Niro, Niro EV, Niro Plug-In Hybrid, Rio, Rio 5-Door, Seltos, Sorento Hybrid, Sorento PHEV, Soul, Sportage, Stinger, Telluride |              | 3.9 - 10%   |
| <b>MAZDA</b>         |                 |   |              |             |
| 2023                 | Mazda           | CX-50, CX - 9   | \$0 - \$500  | 0-11.9%     |
| 2023                 | Mazda           | CX-30, cx-5, Madza3 Sedan, Madza3 Hatchback, MX-5 Miata, MX-5 Miata RF  |              | 0-11.9%     |
| 2022                 | Mazda           | CX-30, MX-5 Miata, MX-5 Miata RF  | \$0 - \$750  | 0.9 - 11,9% |
| 2022                 | Mazda           | CX - 5, CX-9, Madza3 Sedan, Madza3 Hatchback, MX-30   |              | 0.9 - 11,9% |
| <b>MERCEDES-BENZ</b> |                 |   |              |             |
| 2023                 | Mercedes - Benz | AMG GT, C - Class, CLA, CLS, E-Class, EQB, EQE, EQS SUV, GLA, GLB, BLC, GLE, GLS, Metris*, S-Class, Sprinter*   |              | 2.9 - 10.9% |
| 2022                 | Mercedes - Benz | A-Class, AMG GT, C-Class, CLA, CLS, E-Class, EQB, EQS, G-class, GLA, GLB, GLC, GLE, GLS, Metris*, S-Class, SL, Sprinter*                                |              | 2.9 - 10.9% |
| <b>NISSAN GROUP</b>  |                 |   |              |             |
| 2023                 | Infiniti        | Q50, QX50, QX55, QX60, QX80   |              | 2.9-6.9%    |
| 2023                 | Nissan          | Frontier, Rogue, Titan, Titan XD  | \$ 0 - \$500 | 0 - 8.4%    |

# Appraiser Blog

|                   |            |  |                  |          |
|-------------------|------------|--|------------------|----------|
| 2023              | Nissan     | Altima, Ariya, Armada, Kicks, Leaf, Maxima, Murano, Pathfinder, Rogue, Versa Sedan, Z                  |                  | 0 - 8.4% |
| 2022              | Infiniti   | Q50, Q60, QX50, QX55, QX60, QX80   |                  | 1.9-6.9% |
| 2022              | Nissan     | Armada, Rogue Sport  | \$ 500 - \$1,000 | 1.9-8.4% |
| 2022              | Nissan     | Altima, Frontier, Kicks, Leaf, Maxima, Murano, Pathfinder, Rogue, Sentra, Versa Sedan, Titan, Titan XD |                  | 1.9-8.4% |
| <b>STELLANTIS</b> |            |  |                  |          |
| 2023              | Alfa Romeo | Giulia, Giulia Quadrifoglio, Stelvio, Stelvio Quadrifoglio   | \$0- \$10,000    | 7.2%     |
| 2023              | Chrysler   | Pacifica   | \$0- \$750       | 7.2%     |
| 2023              | Chrysler   | 300  |                  | 7.2%     |
| 2023              | Dodge      | Challenger, Charger  | \$0- \$250       | 7.2%     |
| 2023              | Dodge      | Durango, Hornet  |                  | 7.2%     |
| 2023              | Fiat       | 500X   |                  | 7.2%     |
| 2023              | Jeep       | Grand Cherokee, Grand Cherokee L, Wrangler 2-Door, Wrangler 4-Door                                     | \$0- \$10,000    | 1.9-7.2% |
| 2023              | Jeep       | Gladiator  | \$0- \$2,500     | 1.9-7.2% |



# Appraiser Blog

|      |            |   |               |            |
|------|------------|---|---------------|------------|
| 2023 | Jeep       | Cherokee, Compass, Grand Wagoneer, Grand Wagoneer L, Renegade, Wagoneer, Wagoneer L                 |               | 1.9-7.2%   |
| 2023 | Ram        | 1500  | \$0- \$2,250  | 1.9 - 7.2% |
| 2023 | Ram        | 1500 Classic  | \$0-\$250     | 1.9 - 7.2% |
| 2023 | Ram        | 2500, 3500, ProMaster Cargo Van, ProMaster Window Van   |               | 7.2%       |
| 2022 | Alfa Romeo | Giulia, Giulia Quadrifoglio Stelvio, Stelvio, Stelvio Quadrifoglio                                  | \$0- \$10,000 | 7.2%       |
| 2022 | Chrysler   | Pacifica, 300   | \$0- \$1,500  | 7.2%       |
| 2022 | Chrysler   | Voyager   |               | 7.2%       |
| 2022 | Dodge      | Durango   | \$0- \$3,500  | 7.2%       |
| 2022 | Dodge      | Challenger, Charger   | \$0- \$2,500  | 7.2%       |
| 2022 | Fiat       | 500X  | \$0- \$2,000  | 1.9-7.9%   |
| 2022 | Jeep       | Gladiator, Grand Cherokee, Grand Cherokee L, Grand Wagoneer, Wagoneer, Wrangler, Wrangler Unlimited | \$0- \$10,000 | 0 - 7.2%   |
| 2022 | Jeep       | Cherokee  | \$0- \$3,000  | 0 - 7.2%   |
| 2022 | Jeep       | Compass   | \$0- \$2,000  | 0 - 7.2%   |

# Appraiser Blog

|                                   |        |  |               |             |
|-----------------------------------|--------|--|---------------|-------------|
| 2022                              | Jeep   | Renegade   | \$0- \$1,250  | 0 - 7.2%    |
| 2022                              | Jeep   | Grand Cherokee WK  |               | 0 - 7.2%    |
| 2022                              | Ram    | 1500, 1500 Classic   | \$0- \$10,000 | 0 - 7.2%    |
| 2022                              | Ram    | 2500, 3500   | \$0- \$1,000  | 0 - 7.2%    |
| 2022                              | Ram    | ProMaster Cargo Van,<br>ProMaster City Cargo Van,<br>ProMaster City Wagon,<br>ProMaster Window Van           |               | 0 - 7.2%    |
| <b>SUBARU</b>                     |        |  |               |             |
| 2023                              | Subaru | Ascent, BRZ, Crosstrek (incl,<br>Hybrid), Forester, Impreza*,<br>Legacy, Outback, Solterra, WRX              |               | 2.9-5.4%    |
| 2022                              | Subaru | Ascent, BRZ, Crosstrek (incl,<br>Hybrid), Forester, Impreza<br>Sedan, Impreza Wagon, Legacy,<br>Outback, WRX |               | 2.9-4.4%    |
| <b>TOYOTA MOTOR NORTH AMERICA</b> |        |  |               |             |
| 2023                              | Lexus  | UX   | \$0- \$750    | 4.9 - 11.4% |
| 2023                              | Lexus  | ES, GX, IS, LC, LS, LX, NX, RC, RX   |               | 4.9 - 11.4% |
| 2023                              | Toyota | Mirai  | \$0- \$25,000 | 0 - 11.4%   |
| 2023                              | Toyota | Tacoma   | \$0- \$1,000  | 0 - 11.4%   |

# Appraiser Blog

|                         |        |   |                   |           |
|-------------------------|--------|---|-------------------|-----------|
| 2023                    | Toyota | 4Runner, BZ4X, Camry, C-HR, Corolla*, Corolla Cross, GR86, GR Corolla, Highlander, Prius, Prius Prime, RAV4, RAV4 Prime, Sequoia, Sienna, Supra, Tundra 2WD, Tundra 4WD, Venza        |                   | 0 - 11.4% |
| 2022                    | Lexus  | ES, GX, IS, LC, LS, LX, NX, RC, RC F, RX, UX  |                   | 3.4-11.4% |
| 2022                    | Toyota | Mirai   | \$0- \$25,000     | 3.9-11.4% |
| 2022                    | Toyota | Camry   | \$0-\$100         | 3.9-11.4% |
| 2022                    | Toyota | 4Runner, 86, Avalon, C-HR, Corolla, Corolla Cross, Corolla Hatchback, Highlander, Prius, Prius Prime, RAV4, RAV4 Prime, Sequoia, Sienna, Supra, Tacoma, Tundra 2WD, Tundra 4WD, Venza |                   | 3.9-11.4% |
| <b>VOLKSWAGEN GROUP</b> |        |   |                   |           |
| 2023                    | Audi   | e-tron, e-tron Sportback  | \$5,000 - \$7,000 | 5.9-10.2% |
| 2023                    | Audi   | A8, e-tron GT, RS e-tron GT, S8   | \$5,000           | 5.9-10.2% |
| 2023                    | Audi   | S3  | \$3,000           | 5.9-10.2% |
| 2023                    | Audi   | Q5*   | \$1,000 - \$3,000 | 5.9-10.2% |
| 2023                    | Audi   | A4*, S4   | \$2,500           | 5.9-10.2% |

# Appraiser Blog

|      |            |   |                   |           |
|------|------------|---|-------------------|-----------|
| 2023 | Audi       | A3*, A5*,   | \$2,000           | 5.9-10.2% |
| 2023 | Audi       | SQ5*  | \$1,000 - \$1,500 | 5.9-10.2% |
| 2023 | Audi       | A3*, A4*, A5*, A6*, A7*, Q3*,<br>Q4*, Q7*, Q8, R8*, RS 3*, RS 5*,<br>RS 6, RS 7, RS Q8, S5*, S6, S7,<br>SQ7, SQ8, TT Coupe, TT<br>Roadster, TTS |                   | 5.9-10.2% |
| 2023 | Porsche    | 718 Boxster, 718 Cayman, 911,<br>Cayenne, Macan, Panamera,<br>Taycan  |                   | 6.9-11.4% |
| 2023 | Volkswagen | Arteon, Atlas, Atlas Cross Sport,<br>Golf R, Golf GTI, ID4, Jetta, Taos,<br>Tiguan  |                   | 3.9-11.1% |
| 2022 | Audi       | A8, S8  | \$12,500          | 6.5-10.2% |
| 2022 | Audi       | e-tron GT, RS e-tron GT   | \$7,500           | 6.5-10.2% |
| 2022 | Audi       | e-tron, e-tron Sportback  | \$5,000           | 6.5-10.2% |
| 2022 | Audi       | SQ5, SQ5 Sportback  | \$4,000           | 6.5-10.2% |
| 2022 | Audi       | A6, Q5, Q5 Sportback  | \$2,000- \$3,000  | 6.5-10.2% |
| 2022 | Audi       | Q3, Q7  | \$1,250- \$1,500  | 6.5-10.2% |
| 2022 | Audi       | A4*, A5*, S4  | \$1,000           | 6.5-10.2% |
| 2022 | Audi       | A3 Sedan, A4*, A6*, A7, Q4-<br>etron*, Q8, R8*, RS 3*, RS 5 *,  |                   | 6.5-10.2% |

# Appraiser Blog

|      |            |  |           |
|------|------------|--|-----------|
|      |            | RS 6*, RS 7, RS Q8, S3, S5*, S6, S7, SQ7, SQ8, TT*, TT RS, TTS                       |           |
| 2022 | Porsche    | 718 Boxster, 718 Cayman, 911, Cayenne, Macan, Panamera, Taycan                       | 6.9-11.4% |
| 2022 | Volkswagen | Arteon, Atlas, Atlas Cross Sport, Golf GTI, Golf R, ID4, Jetta, Passat, Taos, Tiguan | 6.3-11.1% |

